

2021-2022 Adult Education and Family Literacy Education Act

Quality Partnerships & Collaborative Relationships



Webinar Logistics

- All participants will be muted for the duration of the webinar.
- All webcams are disabled for the duration of the webinar.
- How to submit questions during the webinar?
 - You may submit questions during the presentation through the webinar “chat” feature.
 - The chat will be utilized for questions and participation throughout the presentation. Chats can either be made privately to one person or publicly to everyone, the default option is to everyone.

Note about Questions

- Invited presenters will not address any questions related to the Request for Proposals (RFPs) requirements.
- Florida Department of Education (FDOE) staff may address specific RFP questions after the general presentations.
- Questions requiring research will be submitted to the grant contact for posting as part of the Frequently Asked Questions process.
- Contact for questions on the submission of RFP, Mallory.Martinez@fldoe.org.

2021-2022 Funding Opportunity - Adult Education and Family Literacy Act (AEFLA)

Consolidated – Grant Application

- Adult General Education (AGE) – Sec. 231
- Integrated English Literacy and Civics Education (IELCE) – Sec. 243

Individual – Grant Application

- Corrections Education (CE) – Sec. 225

Go to: www.fldoe.org/WIOAGrants

Due June 30, 2021

Agenda

- Welcome and Introduction
- FDOE Overview
- Invited Speaker: Reecie Stagnolia
 - Prior: Kentucky's Adult Education System – 27 years
 - Currently: Educational Consultant, Stagnolia Strategic Solutions, LLC
- Questions

Priority 1 Overview



Priority 1

Promote regional partnerships to ensure comprehensive approaches that result in improved learner outcomes

- Specifically, Priority 1 focuses on:
 - Promoting the shift to a regional focus given this type of delivery has evidence that regional partnerships are better positioned to be responsive to student and local labor market needs.
 - Recognizing partnerships and collaborative networks to ensure access to the range of programs and services leading to greater equity for all populations by identifying high-need areas for students with disabilities, justice-involved, English Language Learners (ELL) and incentivizing collaborative regional partnerships.

Intent of this RFP

Promote the development of regional partnerships

- Provide the full spectrum of services for all adult learners, including transitions to postsecondary and employment.
- Braid state and federal funding, public systems assets and resources for greater impact.
- Communicate and share regional issues and best practices.
- Coordinate outreach to regional businesses.
- Promote regional labor market and skills gap analyses, identify credentials of value needed and coordinate for employment in target sectors.
- Conduct inclusive regional strategic planning by engaging more diverse partners.
- Respond jointly to funding opportunities.
- Unite if/when regionally disruptive events like business closures or climate-related events occur.

Priority 1

- **Part A: Planning for a Regionalized Adult Education Service Delivery Approach to Improve Learner Outcomes**
 - This section is not scored; however, eligible providers should provide narrative to address the identification and involvement of partners in planning for a future regionalized service delivery approach
 - Considerations include current and new partnership development and collaborations as well as the program and fiscal resources needed to conduct a regional needs assessment and community asset mapping in the 2021-2022 year.
- The fiscal information will be used to inform FDOE plans for the 2021-2022 program activities for the regional needs assessment and asset map.

Program Year 2021-2022: Priority 1 Activities

- Eligible providers that receive funds will be required to do the following:
 - Identify a full set of potential regional partnerships (such as Early Learning Coalitions, YMCA of the USA, CareerSource, Urban League, Boys and Girls Clubs of America) to support regional workforce development needs, delivery of programs and services contributing to student success.
 - This will result in the production of a regional asset map and regional needs assessment of adult education instructional services
- FDOE will release additional guidance and supplemental funds to support this effort.

From the Implementation Guide

- Considerations for Part A Response:
 - Who are the internal representatives and external partners that need to be engaged on this?
 - Is there a unique set of partners that need to be engaged for adult education (section 231)? IELCE (section 243)? Corrections education (section 225)?
 - What existing efforts and partnerships would translate well to a regional service delivery approach?
 - Have prior local assessments of adult learner need been conducted? If so, what was learned from that experience and what lessons could be applied to a regional assessment of need?
 - What is needed to effectively plan a regional service delivery approach from the perspective of the applicant?



Invited Speaker Reecie Stagnolia

Invited Speaker: Reecie Stagnolia

- **Background**

- Reecie has recently completed the first phase of his career, having served in a variety of leadership positions with Kentucky's Adult Education System for the past 27 years.
- In phase two of his career, Reecie launched **Stagnolia Strategic Solutions, LLC** a consulting enterprise primarily focused on the adult education arena.
- He serves on the **National Career Pathways Network (NCPN)** Advisory Board and chairs their Adult Education Committee and a member of the **National Skills Coalition** - National Advisory Panel on Skills Equity.
- In addition, Reecie serves in an advisory consulting role with **WIN Learning** www.winlearning.com, adult education courseware/credential solution featuring *Ready to Work, Essential Skills*, college readiness and career planning tools.

- **Kentucky's Adult Education Programs**

- KYSU offers services across the Commonwealth, supported by over 600 adult educators, 26 central office staff, and has an annual budget of \$25 million in state and federal funding.
- Kentucky has an average enrollment of 22,300 students over the past five years. Since 2000, nearly 168,000 Kentuckians have earned a GED® and 25,000 of those graduates have transitioned to postsecondary education.
- Over the same period Kentucky's working age population, without a high school diploma/GED®, declined by 39%, the 4th highest decrease in the nation.



TURN to the



Transform the Florida Adult Education System with

Urgency through Innovative Strategies

Responsive to our Students, Partners and Employers

Nimble and Flexible in our Delivery of Service

“Everything rises and falls on Leadership.”

-John C. Maxwell

Leadership Matters

Compelling Reasons for Change

- **Regionalization leads to efficiency and effectiveness**
- **Resources focus on instructional and student-centered priorities**
- **Alignment with Local Workforce Boards**

Leadership Matters

Compelling Reasons for Change

- Program Directors **LEAD** vs Manage
- Program Directors can focus on building partnerships and cultivating resources
- Program Directors can develop data analytics culture (Reach vs Needs Assessment)



**“If you don’t like change,
you’re going to like
irrelevance even less.”**

- General Eric Shinseki

Strategic Matters

Challenges

- **Effective communication of the vision**
- **Aligning funding distribution model to support**
- **Define the parameters of regionalization**
- **Describing staff alignment to support the vision**

Strategic Matters

- **Develop strategies to **Recruit** more students**
- **Provide services and supports that will **Retain** more students**
- **Build, foster and reward a culture of achieving greater **Results****
- ****Refer** more students on to college and careers**

Strategic Matters

- Consider **rebranding** your system
- Remove negative connotation, stereotype and stigma
- Realize words and images matter



Customer Service Matters

- **First impressions are lasting impressions**
- **Respect students as adults by providing age appropriate, attractive and engaging environments**

Customer Service Matters

- **Recognize our students need to quickly Rebuild their lives**
- **Provide wrap-around support services**



“If we expect more from our students ...shouldn't we expect more from our instructors, ourselves?”

Hunter R. Boylan
Director
National Center for Developmental Education

Access Matters

Reconfigure service hours to be convenient for students rather than staff



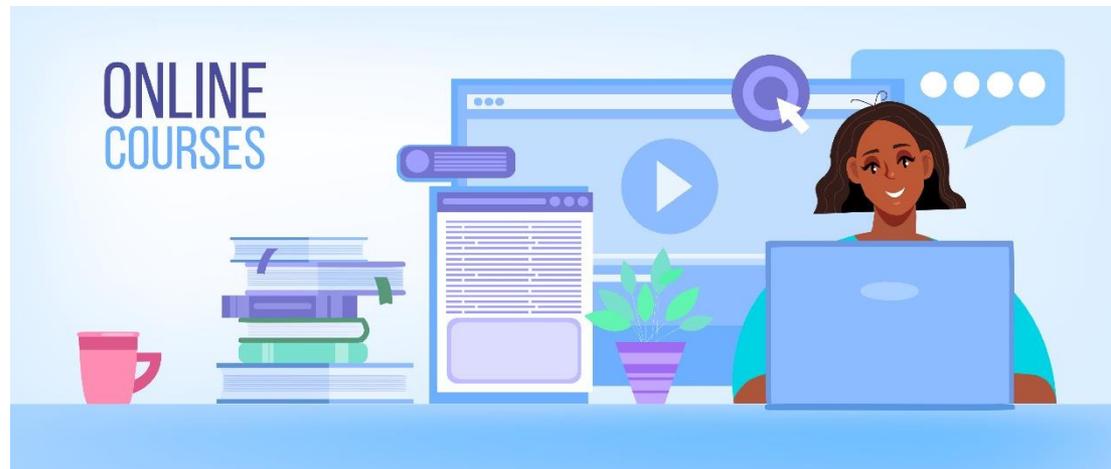
Access Matters

- Relocate services to meet students where they are



Access Matters

- **Develop a technology-based strategy (clicks vs bricks)**
- **Resources for auxiliary needs may be the biggest barrier**



Partnership Matters

- Network and build relationships with colleagues
- Collaborate with partners, agencies, and employers
- Be responsive to the objectives and goals of these relationships



#comebackky

Partnership Matters – KY AARP



**YOU HAVE THREE
UNIQUE
OPPORTUNITIES TO
ADVANCE YOUR
EDUCATION AND
CAREER AS AN ADULT
IN KENTUCKY**



1 Earn Your GED

KENTUCKY SKILLS U

Kentucky Skills U provides **free adult education services** in all 120 counties to help Kentuckians obtain a GED and qualify for more and better jobs, classes, and higher pay.

Learn more and take the next step:
kyskillsu.ky.gov/Students/Pages/earn-my-ged-credential.aspx

GED+

You might qualify to **earn a college certificate or college credit tuition-free** while you earn your GED.

Learn more and take the next step:
gedplusky.org/

2 Earn a College Certificate or Associate's Degree

KENTUCKY WORK READY

If you already have your high school diploma or GED, you might qualify to earn up to **60 college credits tuition-free** with the Kentucky Work Ready Scholarship.

Learn more and take the next step:
workreadykentucky.com

DONOVAN FELLOWSHIP

If you are **65 or older**, you might qualify to earn a degree tuition-free at a state-supported institution within Kentucky. Contact your school of choice for additional information.

3 Earn a Bachelor's Degree

PROJECT GRADUATE

If you have previously earned college credit at a four-year public institution in Kentucky, there may be degree completion options available to you. If you have 80 or more college credits, you may qualify for **exclusive incentives** from Project Graduate.

Learn more and take the next step:
cpe.ky.gov/pg

DONOVAN FELLOWSHIP

If you are **65 or older**, you might qualify to earn a degree tuition-free at a state-supported institution within Kentucky. Contact your school of choice for additional information.

Partnership Matters

GED+PLUS



<https://gedplusky.org/>

Questions?

Reecie D. Stagnolia
President and CEO
Stagnolia Strategic Solutions



rdstagnolia3@gmail.com



www.twitter.com/@ReecieStagnolia



[LinkedIn/ReecieDStagnolia](https://www.linkedin.com/company/ReecieDStagnolia)



Participants' Questions



Submission of Questions for RFP

- As a reminder, questions should be submitted in writing and answers will be posted as specified in the RFP.
 - Contact: Mallory Martinez
 - Email: Mallory.Martinez@fldoe.org
- Location for Posting of Answers to Questions:
- <https://www.fldoe.org/WIOAGrants/>

Webinar Schedule

Dates for the next Priority 1 Webinars

- May 5, 2021, 10:00 to 12:30 – FDOE and Anson Green, Texas
- May 6, 2021, 9:00 to 11:00 – FDOE and Warren Davis, CareerSource Florida

Go to www.fldoe.org/WIOAGrants for the schedule, registration links, and recordings for all webinars